

For Six Month Period Ending _____
(Insert date)

Name of Registrant **BERMUDA DEPARTMENT OF TOURISM** Registration No. **430**

Business Address of Registrant **310 Madison Ave., Ste. 201, New York, NY 10017**
44 School St., Ste 1010, Boston, MA 02108
150 North Wacker Dr., Ste. 1070, Chicago, ILL 60606
235 Peachtree St., N.E., Ste. 2008, Atlanta, GA 30303
I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in item 1.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

Name	Position	Date Connection Ended
Peter W. Smith	Manager	12th September, 1986

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☒ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
Stephen J. Flett	New York City, New York	Canadian	Director, Sales & Marketing	15th July

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

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9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

BERMUDA DEPARTMENT OF TOURISM

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

See Attached

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
 Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policy of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see Schedule A, pages 1 through 4, hereto annexed

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(c).
⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see attached Schedule A, pages 1 through 4 and Schedule B, for list of operation expenditures.

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒ X

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒ X

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒ X

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches

☐ Other (specify) None

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) None

21. What language was used in this political propaganda:

☐ English ☐ Other (specify) None

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☒

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☒

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☐ No ☒

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☒
Exhibit B⁷ Yes ☐ No ☒

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-45) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

(PAGE 9)

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☐ No ☒

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)


Stephen J. Flett

Director, Sales and Marketing,
North America.

Subscribed and sworn to before me at New York, New York

this 30th day of January, 1987

NANCY R. NICOSIA
Notary Public, State of New York
No. 24-4630674
Qualified in Kings County
Commission Expires 5/31/88


(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

JULY

July 1

Participated in the Eastern Airlines Travel Show at the
Arrowood Convention Center in Purchase, NY by A. Lugo. 300

- July 24 Presentation to 9 travel agents at Flyfaire, Inc. in Jericho, NY by A. Lugo. Literature disseminated.
- July 24 Luncheon and presentation to approximately 50 members of the L.I.A.R.S. Club sponsored by Friendly Holidays in Forest Hills, NY by A.Lugo. Literature disseminated.
- July 25 Presentation to 100 members of the Georgia Utility Contractors Assoc. at the Opryland Hotel in Nashville, TN by D. Adams. Literature disseminated.

AUGUST

- Aug. 5 Presentation to 60 members of The Rotary Club in Huntington, NY by A. Lugo. Literature disseminated.
- Aug. 10 Participated in an Equestrian Event in Culpepper, VA by M. Outerbridge. 150 people attended. Literature disseminated.
- Aug 10-13 Participated in the A.S.A.E. Convention at the Convention Center in Washington, DC by P. Frith. Approximately 5,238 meeting planners attended. Literature disseminated.
- Aug. 12 Presentation to 6 travel agents sponsored by "Adventures on a Shoe String" in Armonk, NY by L. Woolridge. Literature disseminated.
- Aug. 12 Presentation to 20 travel agents of Rosenbluth Travel in Plymouth, PA by M. Outerbridge. Literature disseminated.
- Aug. 13 Presentation to 20 Travel Impressions agents at their offices in Atlanta, GA by K. Bull. Literature disseminated.
- Aug. 24-29 Presentations to a total of 210 travel agents at the Radisson Hotel in Lexington, KY, The Sheraton Inn in Louisville, KY and at the Fort Wayne Hilton in Ft. Wayne, IN by W. Gutteridge and J. Welch. Literature disseminated.
- Aug. 27 Presentation to 8 agents at Uniglobe Travel in Freehold, NJ by L. Woolridge. Literature disseminated.
- Aug. 27 Presentation to 30 agents at International Tours in Alexandria, VA by M. Outerbridge. Literature disseminated.
- Aug. 28 Presentation to 15 agents of Corporate Travel at the offices in Orlando, FLA by B. Marsh. Literature disseminated.

SEPTEMBER

- Sept. 3 Presentation to 97 travel agents at the Holidad Star & Resort in Merrillville, IN by W. Gutteridge and J. Welch. Literature disseminated.
- Sept. 4 Presentation to 130 consumers at the offices of International Tours in Alexandria, VA by M. Outerbridge. Literature disseminated.
- Sept. 4 Presentation to 145 travel agents at the Mike Dooland Restaurant in Springlake, NJ by L. Woolridge. Literature disseminated.

- Sept. 5 Presentation to 300 consumers sponsored by Glantz Travel at the Holiday Inn Hotel, La Guardia Airport, Queens, NY by A. Lugo. Literature disseminated.
- Sept. 8 Presentation to 75 members of the A.S.T.A. Virginia Sub Chapter at the Holiday Inn Hotel in Hampton, VA by M. Outerbridge. Literature disseminated.
- Sept. 9 Sponsored a "Bermuda Night" at Northeastern University in Boston, MA by L. Williams and R. Quinn. 40 students attended. Slides were shown and literature was disseminated.
- Sept. 10 Presentation to 7 agents at Sinbad International Travel in Wilmington, DEL by M. Outerbridge. Literature disseminated.
- Sept. 10 Presentation to 10 members of the Caribbean Consumers American Travel Agency in Brooklyn, NY by A. Lugo. Literature disseminated.
- Sept. 11 Participated in "Dialogue '86" at the Vista Hotel in New York, NY by P. Frith and P. O'Riordan. 85 meeting planners were in attendance. Literature disseminated.
- Sept. 11 Presentation to 65 consumers at Talmage Tours in Philadelphia, PA by M. Outerbridge. Literature disseminated.
- Sept. 11 Sponsored a "Bermuda Night" at the University of Massachusetts in Boston, MA by L. Williams and R. Quinn. 30 students attended. Slides were shown and literature was disseminated.
- Sept. 15 Participated in a Talk Show on WNTR Radio in Silver Spring, MD by W. Tucker. Literature disseminated.
- Sept. 15 Participated in the National Trade Show at the Sheraton Inn in South Portland, ME by L. Williams and R. Quinn. 113 travel agents attended. Literature disseminated.
- Sept. 16 Presentation to 100 travel agents at Amelia's Restaurant in Crystal City, VA by M. Outerbridge. Literature disseminated.
- Sept. 16 Participated in the National Trade Show at the Colonial Hilton Hotel in Wakefield, MA by L. Williams and R. Quinn. 116 agents attended. Literature disseminated.
- Sept. 16 Participated in the Cobb County Gathering of the Nations at the Cobb County Civic Center in Marietta, GA by K. Bull and M. Adams. Approx. 1,300 consumers attended. Literature disseminated.
- Sept. 17 Participated in the National Travel Show at the Howard Johnsons in Pawtucket, RI by L. Williams and R. Quinn. 116 agents attended. Literature disseminated.

- Sept. 18 Participated in the National Trade Show at the Holiday Inn in Hartford, CT by L. Williams and R. Quinn. 111 agents attended. Literature disseminated.
- Sept. 18 Presentation to 107 travel agents at the Holiday Inn in Pikesville, MD by M. Outerbridge. Literature disseminated.
- Sept. 20 Presentation to 400 members of the Media Concepts Group at Delta Airlines' offices in Atlanta, GA by K. Bull. Literature disseminated.
- Sept. 21-25 Participated in the I.T.M.E. Convention at McCormick Place in Chicago, ILL by P. Frith. Approx. 9,584 meeting planners were in attendance. Literature disseminated.
- Sept. 22 Participated in the Don Holland Trade Show at the Radisson Hotel in St. Paul, MN by W. Gutteridge and J. Welch. 450 agents attended. Literature disseminated.
- Sept. 23 Participated in the Minneapolis Star Tribune Trade Show at the Radisson Hotel in Minneapolis, MN by W. Gutteridge and J. Welch. 780 agents in attendance. Literature disseminated.
- Sept. 23 Presentation to 120 agents at the Marriott Hotels in Saddlebrook, NJ by L. Woolridge. Literature disseminated.
- Sept. 24 Presentation to 5 agents of American International Travel in Perry/Warner Robins, GA by D. Adams. Literature disseminated.
- Sept. 25 Presentation to 94 agents at the Aspen Manor Hotel in Parsippany, NJ by L. Woolridge. Literature disseminated.
- Sept. 25 Participated in the Don Holland Trade Show at the Ramada O'Hare Hotel in Chicago, ILL by W. Gutteridge and J. Welch. 750 agents attended. Literature disseminated.
- Sept. 26 Presentation to 200 consumers at the Crowne Plaza Hotel in White Plains, NY by A. Lugo. Literature disseminated.
- Sept. 27-28 Presentation and film shown to approx. 10,000 students of Boston University in Boston, MA by L. Williams and R. Quinn. Literature disseminated.
- Sept. 29 Participated in the Don Holland Trade Show at the Hyatt Hotel in Kansas City, MO by W. Gutteridge and J. Welch. Approximately 480 agents attended. Literature disseminated.
- Sept. 30 Participated in the Detroit News Trade Show at the Fairlane Manor in Detroit, MI by W. Gutteridge and J. Welch. 650 agents attended. Literature disseminated.
- Sept. 30 Participated in the Don Holland Trade Show at the Airport Hilton in Des Moines, IA by W. Gutteridge and J. Welch. 475 agents in attendance. Literature disseminated.
- Sept. 30 Dinner, presentation and slides showns to 48 travel agents at the Marriott Hotel in Providence, RI by L. Williams and R. Quinn. Literature disseminated.

Sept. 30 Presentation to 87 travel agents at the Marriott Hotel in Trumbull, CT by A Lugo. Literature disseminated.

Sept. 30 Participated in a consumer show at the Cherry Street Galleria in Macon, GA by D. Adams. Approximately 300 consumers attended. Literature disseminated.

OCTOBER

Oct. 1 Dinner, presentation and slides showns to 82 travel agents at the Marriott Hotel in Worcester, MA by L. Williams and R. Quinn. Literature disseminated.

Oct. 1 Participated in Colpitts Travel "Bermuda Night" at the Holiday Inn Hotel in Dedham, MA by H. Cronis. 200 consumers attended. Literature disseminated.

Oct. 1 Presentation to 4 agents of Green/Leigh Travel in Macon, GA by D. Adams. Literature disseminated.

Oct. 1 Participated in the Don Holland Trade Show at the Holiday Inn Hotel in Moline, ILL by W. Gutteridge and J. Welch. 280 agents attended. Literature disseminated.

Oct. 2 Participated in a promotion to 300 interior designers at the Atlanta Merchandise Mart in Atlanta, GA by K. Bull. Literature disseminated.

Oct. 2 Presentation to 80 travel agents at the Westchester Marriott Hotel in Tarrytown, NY by A. Lugo. Literature disseminated.

Oct. 6 Participated in the Don Holland Trade Show sponsored by Cruise Aweigh Travel in Columbus, OH by W. Gutteridge and J. Welch. Approximately 2,500 agents attended. Literature disseminated.

Oct. 8 Sponsored a "Bermuda Night" presentation to 50 consumers at the Hanover Country Club in York, PA by M. Outerbridge. Literature disseminated.

Oct. 8 Participated in the Henry Davis Trade Show at the Meadowland Hilton Hotel in Secaucus, NJ by L. Woolridge. Approximately 150 agents attended. Literature disseminated.

Oct. 8 Presentation, dinner and slides shown to 60 travel agents at the Parkview Hilton Hotel in Hartford, CT by L. Williams and R. Quinn. Literature disseminated.

Oct. 9 Presentation, dinner and slides shown to 70 agents at the Sheraton Inn in W. Springfield, MA by L. Williams and R. Quinn. Literature disseminated.

Oct. 9 Participated in the Henry Davis Trade Show at the Meadowland Hilton Hotel in Secaucus, NJ by L. Woolridge. 85 agents attended. Literature disseminated.

Oct. 9 Presentation to 130 members of the York Traffic Club at their offices in York, PA. by M. Outerbridge. Literature disseminated.

Oct. 9 Participated in the Don Holland Trade Show at the Clarion Hotel in Cincinnati, OH by W. Gutteridge and J. Welch. 355 agents attended. Literature disseminated.

Oct. 9 Presentation to 22 students of the University of Georgia in Athens, GA by D. Adams. Literature disseminated.

Oct. 12 Participated in the Travel Trends Travel Show in their offices in Fairlawn, NJ by L. Woolridge and W. Tucker. Approximately 60 consumers attended. Literature disseminated.

Oct. 13 Participated in the Don Holland Trade Show at the Hyatt Regency at Tampa Center in Tampa, FL by K. Bull. 450 agents attended. Literature disseminated.

Oct. 14 Participated in the Don Holland Trade Show at the Omni International Hotel in Orlando, FL by K. Bull. 350 agents in attendance. Literature disseminated.

Oct. 14 Participated in the National Trade Show at the Norfolk Airport Hilton in Norfolk, VA by M. Outerbridge. Approximately 110 agents attended. Literature disseminated.

Oct. 15 Participated in the National Trade Show at the Sheraton Park South in Richmond, VA by M. Outerbridge. Approx. 98 agents attended. Literature disseminated.

Oct. 15 Presentation, dinner and slides shown to 71 travel agents at the Sheraton Tara Hotel in Nashua, NH by R. Quinn. Literature disseminated.

Oct. 15 Participated in the Eastern Express Trade Show at the Exposition Bldg. in Portland, ME by L. Williams. 800 travel agents attended. Literature disseminated.

Oct. 16 Participated in the Don Holland Trade Show at the Marriott Marquis in Atlanta, GA by B. Marsh, K. Bull and M. Adams. Approximately 600 agents attended. Literature disseminated.

Oct. 16 Participated in the St. Louis Post Dispatch Trade Show at the Holiday Inn and Adam's Mark in St. Louis, MO by W. Gutteridge and J. Welch. 310 agents attended. Literature disseminated.

Oct. 17 Presentation to 36 senior citizens of the Inwood Sr. Citizens Center in New York City, NY by A. Lugo. Literature disseminated.

Oct. 20 Participated in the Eastern Airlines Travel Show at the Albany Hilton in Albany, NY by A. Lugo. 200 agents attended. Literature disseminated.

Oct. 21 Participated in the Eastern Airlines Travel Show at the Sheraton Inn in Syracuse, NY by A. Lugo. 225 travel agents attended. Literature disseminated.

- Oct. 21 Presentation to 103 travel agents at the Sheraton Hotel in Homewood, ILL by W. Gutteridge and J. Welch. Literature disseminated.
- Oct. 22 Presentation, dinner and slides shown to 60 travel agents at the Marriott Hotel in Burlington, MA by L. Williams and R. Quinn. Literature disseminated.
- Oct. 22 Participated in the Eastern Airlines Travel Show at the Holiday Inn in Rochester, NY by A. Lugo. 300 agents attended. Literature disseminated.
- Oct. 23 Participated in the Eastern Airlines Travel Show at the Sheraton Inn in East Buffalo, NY by A. Lugo. 200 travel agents attended. Literature disseminated.
- Oct. 23 Presentation to 50 consumers at the offices of General Travel in South Philadelphia, PA by M. Outerbridge. Literature disseminated.
- Oct. 24 Presentation to 80 consumers at the Ramada Inn in Albany, GA by D. Adams. Literature disseminated.
- Oct. 24-25 Participated in the Chicago Marathon Trade Show at McCormack Place in Chicago, ILL by J. Welch. Approximately 2,500 people attended. Literature disseminated.
- Oct. 25-26 Participated in the Hartford Courant Trade Show at the Civic Center in Hartford, CT by R. Quinn and M. O'Brien. Approximately 20,000 consumers were in attendance. Literature disseminated.
- Oct. 26 Participated in a consumer show at the Sheraton St. Johns Hotel in Jacksonville, FL by K. Bull. Approx. 800 consumers attended. Literature disseminated.
- Oct. 26 Participated in a show at the Adams Mark Hotel in Charlotte, NC by B. Marsh and M. Adams. 750 consumers in attendance. Literature disseminated.
- Oct. 28 Presentation to 40 members of the Kiwanis Club in Patchogue, NY by A. Lugo. Literature disseminated.
- Oct. 28 Participated in the Henry Davis Trade Show at the Bayside Expo Center in Boston, MA by L. Williams, H. Cronis and M. O'Brien. Approx. 1,263 travel agents attended. Literature disseminated.
- Oct. 29 Participated in the Senior Travel Days Trade Show at the Sheraton Inn in Plymouth, MA by L. Williams. 100 consumers attended. Literature disseminated.
- Oct. 29 Presentation to 120 consumers at the offices of Blue Horizons Travel in Arlington, VA by M. Outerbridge. Literature disseminated.
- Oct. 30 Presentation to 25 students of Vassar College in Poughkeepsie, New York by A. Lugo. Literature disseminated.

Oct. 30 Participated in the Interaction Meeting Planners Trade Show at the Parker House in Boston, MA by R. Quinn. 25 meeting planners attended. Literature disseminated.

Oct. 31 - Participated in the Worcester Telegram Travel Show at the
Nov. 2 Centrum in Worcester, MA by L. Williams and R. Quinn. Approx. 22,000 consumers attended. Literature disseminated.

Nov. 1 Sponsored a Bermuda Cup Golf Tournament at the Indian Lakes Resort in Indian Lake, ILL by W. Gutteridge. 72 registered golfers attended. Literature disseminated.

Nov. 3 Participated in "Golf Group '86" at the Hyatt Regency Hotel in Cambridge, MA by L. Williams. 354 golfers attended. Literature disseminated.

Nov. 4 Participated in "Golf Group '86 " at the Embassy Suites Philadelphia in Philadelphia, PA by A. Lugo. 65 golfers attended. Literature disseminated.

Nov. 4 Participated in the Milwaukee Journal Trade Show at the Milwaukee Auditorium in Milwaukee, WI by W. Gutteridge and J. Welch. 376 agents in attendance. Literature disseminated.

Nov. 5 Participated in "Golf Group '86" at the Radisson Mark Hotel in Alexandria, VA by A. Lugo. 70 golfers in attendance. Literature disseminated.

Nov. 6 Participated in "Golf Group '86" at the Sheraton City Squire in New York, NY by A. Lugo. Approximately 70 golfers were in attendance. Literature disseminated.

Nov. 10 Presentation to the Community Bankers Association of Georgia in Atlanta, GA by B. Marsh. 35 bankers in attendance. Literature disseminated.

Nov. 12 Participated in the Vermont Society of Travel Agents Trade Show at the Raddison Hotel in Burlington, VT by H. Cronis. 200 agents attended. Literature disseminated.

Nov. 19 Participated in the Eastern Airlines Travel Fair at the Sheraton Hotel in Washington, DC by M. Outerbridge. Approximately 500 agents in attendance. Literature disseminated.

July - December - 2671 sales calls on travel agencies throughout the U.S. by all offices.

SCHEDULE "A"

NEW YORK OFFICE

BALANCE ON HAND AS OF JULY 1, 1986	\$ 594,727.73
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FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$ 893,528.91
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	\$1,488,256.64
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EXPENDITURES

OPERATIONS	\$922,407.42
CLERICAL	\$261,382.48
TRAVEL	\$ 40,460.81
RENT	\$ 93,194.98

	1,317,445.69
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BALANCE ON HAND AS OF DECEMBER 31, 1986	\$ 170,810.95
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SCHEDULE "B"

NEW YORK OFFICE

LOCAL TRANSPORTATION	\$ 1,055.46
TELEPHONE/TELEXES	\$ 43,423.64
POSTAGE	\$115,461.09
TRAVEL LITERATURE PRINTING	\$ 63,474.60
TRAVEL LITERATURE DISTRIBUTION	\$166,284.86
ADVERTISING TELEPHONE DIRECTORY	\$ 1,062.00
CUSTOMS CLEARANCE	\$ 9,434.78
MESSENGER SERVICE	\$ 1,378.11
OFFICE EQUIPMENT RENTALS	\$ 610.50
MAINTENANCE/SERVICE	\$ 4,337.63
OFFICE INSURANCE	\$ 761.00
ELECTRICITY	\$ 0.00
STATIONERY/SUPPLIES	\$ 15,759.33
PROMOTION OF SALES ENTERTAINMENT	\$ 23,666.33
TRAVEL ORGANIZATIONS	\$ 2,866.00
SPECIAL SALES PROMOTIONS	\$ 14,894.14
GIFTS/TIPS	\$ 0.00

SCHEDULE "A"

ATLANTA OFFICE

BALANCE ON HAND AS OF JULY 1, 1986	\$ 80,919.97
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FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$ 89,811.51
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EXPENDITURES	\$170,731.48
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OPERATIONS	\$ 37,324.16	
CLERICAL	\$ 51,175.24	
TRAVEL	\$ 33,459.26	
RENT	\$ 5,822.84	\$127,781.50

BALANCE ON HAND AS OF DECEMBER 31, 1986	\$ 42,949.98
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SCHEDULE "B"

ATLANTA OFFICE

LOCAL TRANSPORTATION	\$ 4,314.61
TELEPHONE/TELEXES	\$ 7,061.00
POSTAGE	\$ 3,627.07
TRAVEL LITERATURE PRINTING	\$ 1,282.36
TRAVEL LITERATURE DISTRIBUTION	\$ 955.30
ADVERTISING TELEPHONE DIRECTORY	\$ 388.50
CUSTOMS CLEARANCE	\$ 63.50
MESSENGER SERVICE	\$ 101.35
OFFICE EQUIPMENT RENTALS	\$ 944.56
MAINTENANCE/SERVICE	\$ 975.70
OFFICE INSURANCE	\$ 70.00
ELECTRICITY	\$ 0.00
STATIONERY/SUPPLIES	\$ 2,818.01
PROMOTION OF SALES ENTERTAINMENT	\$ 3,207.94
TRAVEL ORGANIZATIONS	\$ 745.00
SPECIAL SALES PROMOTIONS	\$ 11,201.29
GIFTS/TIPS	\$ 570.00

SCHEDULE "A"

BOSTON OFFICE

BALANCE ON HAND AS OF JULY 1, 1986	\$ 98,545.79
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$ 57,282.00
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	\$ 155,827.79

EXPENDITURES

OPERATIONS	\$ 47,495.63	
CLERICAL	\$ 52,749.84	
TRAVEL	\$ 15,312.42	
RENT	\$ 15,665.27	
		\$131,223.16

BALANCE ON HAND AS OF DECEMBER 31, 1986	\$ 24,604.63
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SCHEDULE "B"

BOSTON OFFICE

LOCAL TRANSPORTATION	\$ 528.00
TELEPHONE/TELEXES	\$ 4,907.99
POSTAGE	\$ 1,228.26
TRAVEL LITERATURE PRINTING	\$ 1,047.17
TRAVEL LITERATURE DISTRIBUTION	\$ 51.92
ADVERTISING TELEPHONE DIRECTORY	\$ 252.00
CUSTOMS CLEARANCE	\$ 105.00
MESSENGER SERVICE	\$ 207.75
OFFICE EQUIPMENT RENTALS	\$ 489.91
MAINTENANCE/SERVICE	\$ 1,504.67
OFFICE INSURANCE	\$ 0.00
ELECTRICITY	\$ 632.09
STATIONERY/SUPPLIES	\$ 2,763.54
PROMOTION OF SALES ENTERTAINMENT	\$ 2,181.55
TRAVEL ORGANIZATIONS	\$ 242.00
SPECIAL SALES PROMOTIONS	\$ 19,727.24
GIFTS/TIPS	\$ 50.00

SCHEDULE "A"

CHICAGO OFFICE

BALANCE ON HAND AS OF JULY 1, 1986	\$ 94,898.14
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FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$ 55,834.62
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	<u>\$ 150,732.76</u>
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EXPENDITURES

OPERATIONS	\$ 32,660.56
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CLERICAL	\$ 44,947.03
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TRAVEL	\$ 15,803.12
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RENT	\$ 7,779.80
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	\$ 101,190.51
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BALANCE ON HAND AS OF DECEMBER 31, 1986	\$ 49,542.25
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SCHEDULE "B"

CHICAGO OFFICE

LOCAL TRANSPORTATION	\$ 7,251.95
TELEPHONE/TELEXES	\$ 5,790.08
POSTAGE	\$ 2,034.00
TRAVEL LITERATURE PRINTING	\$ 346.76
TRAVEL LITERATURE DISTRIBUTION	\$ 1,300.00
ADVERTISING TELEPHONE DIRECTORY	\$ 0.00
CUSTOMS CLEARANCE	\$ 117.43
MESSENGER SERVICE	\$ 151.85
OFFICE EQUIPMENT RENTALS	\$ 764.65
MAINTENANCE/SERVICE	\$ 129.00
OFFICE INSURANCE	\$ 0.00
ELECTRICITY	\$ 286.71
STATIONERY/SUPPLIES	\$ 2,352.56
PROMOTION OF SALES ENTERTAINMENT	\$ 10,235.94
TRAVEL ORGANIZATIONS	\$ 458.00
SPECIAL SALES PROMOTIONS	\$ 1,980.00
GIFTS/TIPS	\$ 100.00

PUBLICATIONS DISTRIBUTED BY THE BERMUDA DEPARTMENT OF TOURISM

JULY 1 - DECEMBER 31, 1986

PUBLICATIONS:

PREPARED AND PRINTED BY:

73,525	Sportsman's Guide to Bermuda	Donihe Graphics, TN
151,200	Where to Stay in Bermuda	York Litho Ltd., CDA
106,250	Travel Tips	Island Press, Bermuda
60,275	Bride's Honeymoon Brochure	Conde Nast, NY
61,000	Bermuda Golfer's Guide	Donihe Graphics, TN
141,100	Fall/Winter Rate Sheets	Island Press, Bermuda
51,050	Spring/Summer Rate Sheets	Island Press, Bermuda
5,200	1986 Bermuda Blue Books	Bermuda Press, Bermuda
208,950	Handy Reference Map	Bermuda Press, Bermuda
53,400	Bermuda Festival Folders	Island Press, Bermuda
67,000	Rendezvous Season 8-Panel	Donihe Graphics, TN
28,550	Rendezvous Select Packages Flyers	Potomac Graphic Ind., NYC
98,000	Rendezvous Season Brochures	Donihe Graphics, TN
18,800	Bermuda College Weeks Folders	Bermuda Press, Bermuda
2,300	Bermuda College Weeks Posters	Bermuda Press, Bermuda
11,625	Meeting & Incentive Travel Planners Guides	
3,000	Stuffers: 600 Miles at Sea	Hughes Printing Co., PA
10,000	Bermuda Representative Sheets	Island Press, Bermuda
156,460	Immigration Notice Flyers	Sims Brecher Service, NY
30,125	Bermuda Sand Bags	Metro Selinger Ind., NY
800	Large Map Posters	Kinney Associates, NJ
500	Bermuda Stamp Posters	Allan O'Keefe Group, CT
750	St. George's Posters	Allan O'Keefe Group, CT
2,400	Small Beach Posters	Allan O'Keefe Group, CT
1,700	Large Carriage Posters	Continental Litho, OH
1,500	Large Tennis Posters	Continental Litho, OH
6,700	Large Beach Posters	Continental Litho, OH
400	Large Golf Posters	Continental Litho, OH
34,500	Golf Shells	Island Press, Bermuda
15,000	Year Round Shells	Island Press, Bermuda
15,050	Sports Shells	Island Press, Bermuda
31,500	St. Peter's Church Shells	Island Press, Bermuda
82,700	Bermuda Letterheads	Sims Brecher Service, NY
4,350	Luggage Tags	Custom Craft, Inc., NY
7,800	Bermuda Plastic Bags	PAK 2000, NH
10,000	Bermuda Napkins	Bermuda Press, Bermuda
712	Bermuda Window Displays	Allan O'Keefe Group, CT
120,700	Bermuda Is You Brochures	LaSalle Industries, NY
3,500	Small Cottage & Guest Houses Bro.	Pictorial Offset Corp, NJ
11,760	Bermuda Now Brochures	LaSalle Industries, NY
41,300	Video Cassette Mailers	LaSalle Industries, NY
5,350	It's Finally Time for a Vacation	LaSalle Industries, NY